



GLOSSINE



The True Hair Grower and Hair Straightener IS FOUND AT LAST.

Acts Quicker. Smells Sweeter, and Easier Applied than Any Other Preparation.

IT WILL TAKE THE PLACE OF ALL OTHER HAIR TONICS.

WHAT GLOSSINE WILL DO.

Cures Dandruff, Tetter, Itch, and all Scalp Diseases at once and forever. Straightens curly troublesome Hair in from 7 to 30 days, without the use of hot irons or any other mediums. When the Hair has become straight, which it surely will if you use GLOSSINE, it will stay straight forever. It will stop the Hair from falling out in 2 to 4 days. It will restore Gray Hair to its natural color in 30 to 60 days. It will grow Hair on the balding head in from 10 to 40 days. It will improve the hair at once. You do not have to wait. Just as soon as it is applied the Hair will become soft, lustrous, pliant, and wavy, so that you can dress it in any style you wish. It has never failed to straighten and beautify the most obstinate, curly, refractory, troublesome Hair, and will be sure to give you supreme satisfaction. It is good for all kinds of Hair for white or colored, for ladies and gentlemen, children or grown-up people, babies, and boys and girls. Good for the Hair, the Mustache, and the Eye-Brows. It is made from roots and herbs and leaves, and is



so harmless that it can do no injury—not even to a three-year-old child. Three boxes are sure to complete a full course of treatment, and in most instances one box is sufficient. It is very cheap—50c. for an extra large box, or \$1.00 for three extra large boxes, guaranteed a full and complete treatment. You will never have to use more than one box. After you have used that quantity your Hair will be in a perfect condition, and you will never have to use any Hair Tonic of any kind again. It is the greatest wonder of the century, and will take the place of all other Hair Tonics now on the market. No one, after once using GLOSSINE, will use any other Hair Tonic, because there is nothing to equal it in the whole wide world. Everybody be they white or colored, old or young, who will only use it, cannot fail to have a beautiful head of long, fine Hair. It is a wonder and as sure as sunrise. Who is it that will let a \$1.00 bill prevent them from having a beautiful head of Hair?

HERE IS A TRUE AND GENEROUS OFFER—Not a Bluff to get your money, but a chance we offer you to secure a beautiful head of hair, besides putting money in your pocket.

JUST READ THIS. Now, here is the glorious opportunity we offer you. Remember, GLOSSINE sells at 50c. for an extra large box. Now you must send to us only \$2.00 and the very moment we receive the money we will at once send to you 12 extra large boxes of GLOSSINE which will sell at retail for 50c. each or \$6.00. We exact of you only the following easy conditions, which are easily complied with: 1st. You agree to use it on your own Hair: 2d. Just as soon as you see the improvement in your own Hair (which will be in a few days only after you have commenced to use it) you must talk it up to your friends, showing your own Hair to prove its merits, and, as they will see what it has done for you, they will eagerly buy it. 3d. You are to sell it for no less than 50c. per box, and you are to keep all of the money that you receive for same, to compensate you for your kind efforts in introducing the great remedy in your locality. All we ask is that you act fair with us, and do us all the good you can, by showing the people, white and colored, what GLOSSINE has done for you. **REMEMBER**, we send you actually \$6.00 worth of goods for only \$2.00. Why? Because we know it will give you a beautiful head of Hair, and, when the people have seen your Hair, they will buy thousands of boxes. Every one whom you sell a box, white or colored will be a walking advertisement for GLOSSINE. **PLEASE DO NOT WAIT A MINUTE**, but fill out the Coupon and mail to us at once, and after you have received the \$6.00 worth of GLOSSINE and seen its good effects you will certainly become our Agent. Remember that GLOSSINE is now recognized as the standard and acme of all Hair Tonics by the best people of the country, who are sending us hundreds of testimonials daily.

\$4.00—This Coupon is worth \$4.00 to You—\$4.00.

Special Trial-Order Agents' Contract.

To Continental Chemical Co., 1700 Lucas Ave., St. Louis, Mo.:

Enclosed please find the sum of \$2.00, for which please send me at once twelve (12) of your regular extra large boxes of **GLOSSINE HAIR TONIC**, worth 50c. each, or \$6.00 in all. In return for this favor, I hereby bind myself to use GLOSSINE on my own Hair, and to sell all that I do not use at no less than 50c. per package. I also agree not to cut the price under any consideration. And for and in consideration of you allowing me to keep the money that I receive for same, I agree to act as your Agent in the future. But if all that you have told me is not true, you are to return the \$2.00 that I hereby send to you. If from sickness or any other good reason, I cannot act as your Agent in the future, I will endeavor to find some one who will take the Agency in my place. To all these agreements I hereby bind myself for the privileges as specified above. If you send only \$1.00, 6 boxes, worth \$3.00, will be sent to you.



Name..... P. O.....

Street..... (if any) House No..... (if any)

State.....

Nearest Express Office.....



This preparation can be obtained at Singleton's Pharmacy Cor. 20th and E streets, Northwest, Washington, D. C.

WE SHALL BE WITH YOU.

East Orange, N. J.—Please find enclosed check for my subscription. Hope to see you at our next convention at my old home in Richmond. Must congratulate you on the high excellence of the AMERICAN in both matter and appearance. Best regards and wishes for your future attainments. I am,

Very respectfully yours,

J. N. V.

OMEGA OF ATTAINMENT.

Scaife, Ark.—I have received your

peerless paper THE COLORED AMERICAN, very regularly, and always enjoy its timely contents. Wish every Negro alive to-day could read, and that they would read it each week. It is so rich and good until I hate to have it alone, though rarely part with a copy—in fact never do unless I know the favored party is going to appreciate the treat and read it, and that any sane human being will do. Really your paper is the Omega of high attainment and perfection in the journalistic way. Enclosed find check for \$3. With best wishes for your success, I beg to remain your devoted friend,

H. G. B.

QUICK TO NOTE IMPROVEMENTS

Charlotte, N. C.—Your letter of May 20th, enclosing bill on account of subscription, has been received and I enclose herewith check on Charlotte for \$2 covering same. I have noticed the several improvements which you have made in THE COLORED AMERICAN, and desire to congratulate you on same. Wishing for your paper the success which it justly merits, I desire to remain

Yours very truly,
H. J. G.

EXAMPLE SHOULD BE FOLLOWED.

I purchased a copy of COLORED AMERICAN this week with B. T. Washington's picture as supplement. I consider this step an advancement in Negro journalism and one which our better Negro papers would do well to follow. I consider your paper confined to no class or sect but a pair of the people. I congratulate your eminent success in journalism and trust the future holds out to you greater success than now imaginable.

Very truly yours,

W. T. A.